

1Q26

VALU*

**EARNINGS
RELEASE**



Executive Summary

Valu commenced 2026 with strong momentum, delivering a first-quarter performance that reinforces its market-leading position and the successful execution of its corporate strategy. The company continues to demonstrate significant scalability and diversification, transitioning effectively into a fully integrated lifestyle financing platform.

Gross revenues for the quarter reached **EGP 1.52bn**, a **40% y-o-y** increase, while net income surged **78% y-o-y** to **EGP 221mn**. These results reflect the continued ability to drive profitable growth and high-quality portfolio monetization even in a dynamic macroeconomic environment. Operational efficiency remained a core focus, with the net profit margin expanding to **14.7%** during the period compared to **11.6%** last year.

Operationally, the platform sustained high engagement levels across its diversified product suite. Gross merchandise value (GMV) for the quarter reached **EGP 6.96bn** rising **31% y-o-y**, supported by a **49%** increase in transaction volumes to **2.53mn**. This growth was anchored by a rising base of **924k** activated customers, who are increasingly utilizing the platform for both high-ticket financing and everyday spending with financed amounts rising **47% y-o-y**, to **EGP 6.23bn**.

Asset quality remains a priority, with the company maintaining disciplined underwriting standards. The non-performing loan (NPL) ratio stood at **1.24%***, supported by a robust coverage ratio of **76.5%**. With a solid capital structure and a diversified funding base, Valu is well-positioned to sustain its growth trajectory throughout the remainder of **2026**, leveraging its technological edge and expanding merchant network and solid user base quality to unlock new opportunities.

Performance Snapshot

1Q26					BTD***			
Gross Revenue	Net Income	GMV	Loan Issued	Transactions	GMV	Loans Issued	Activated Customers	Transactions
EGP 1.52bn	EGP 221mn	EGP 6.96bn	EGP 6.23bn	2.53mn	EGP 67bn	EGP 59bn	924k	19.6mn
40% Y-O-Y	78% Y-O-Y	31% Y-O-Y	47% Y-O-Y	49% Y-O-Y				
Loan Portfolio EGP 15.46bn 50% Y-O-Y (EGP 10.64bn excluding off-balance sheet transactions)					Market Share** 26.5%			

* NPL Includes Securitized Portfolio
 **Based on Financial Regulatory Authority (FRA) publication for January 2026
 ***Figures since Dec 2017 to March 31, 2026.



Key Highlights

Valu's strong start to the year is a direct result of its expanding product ecosystem and established market leadership. This performance is further supported by disciplined cost management and a diversified funding structure, which ensure the platform remains both resilient and scalable.

Operational Highlights

(EGP mn)	1Q25	4Q25	1Q26	q-o-q	y-o-y
GMV	5,313	7,190	6,964	-3%	31%
Loan Issuances	4,230	6,340	6,227	-2%	47%
Transactions*	1.7M	2.6M	2.5M	-3%	49%

*Adjusted to include card spend transactions

Financial Highlights

(EGP mn)	1Q25	4Q25	1Q26	q-o-q	y-o-y
Gross Revenue*	1,085	1,586	1,522	-4%	40%
Net Revenue	502	983	903	-8%	80%
Net Income	124	223	221	-1%	78%

*Gross Revenue Includes non-operating interest income



Business Performance

(EGP mn)	1Q25	4Q25	1Q26	q-o-q	y-o-y
Avg. Daily GMV	59.0	79.9	77.4	-3%	31%
Total Issuances as a % of GMV	79.6%	88.2%	89.4%	124bps	980bps

	1Q25	4Q25	1Q26	q-o-q	y-o-y
Avg. Daily TRX*	18.9K	29K	28K	-3%	49%
Number of Activated Customers**	788K	901K	924K	3%	17%
TRX Frequency/ Customer	6.5	8.1	8.1	0.47%	25%

*Adjusted to include prepaid card spend transactions

**Cumulative activated customers

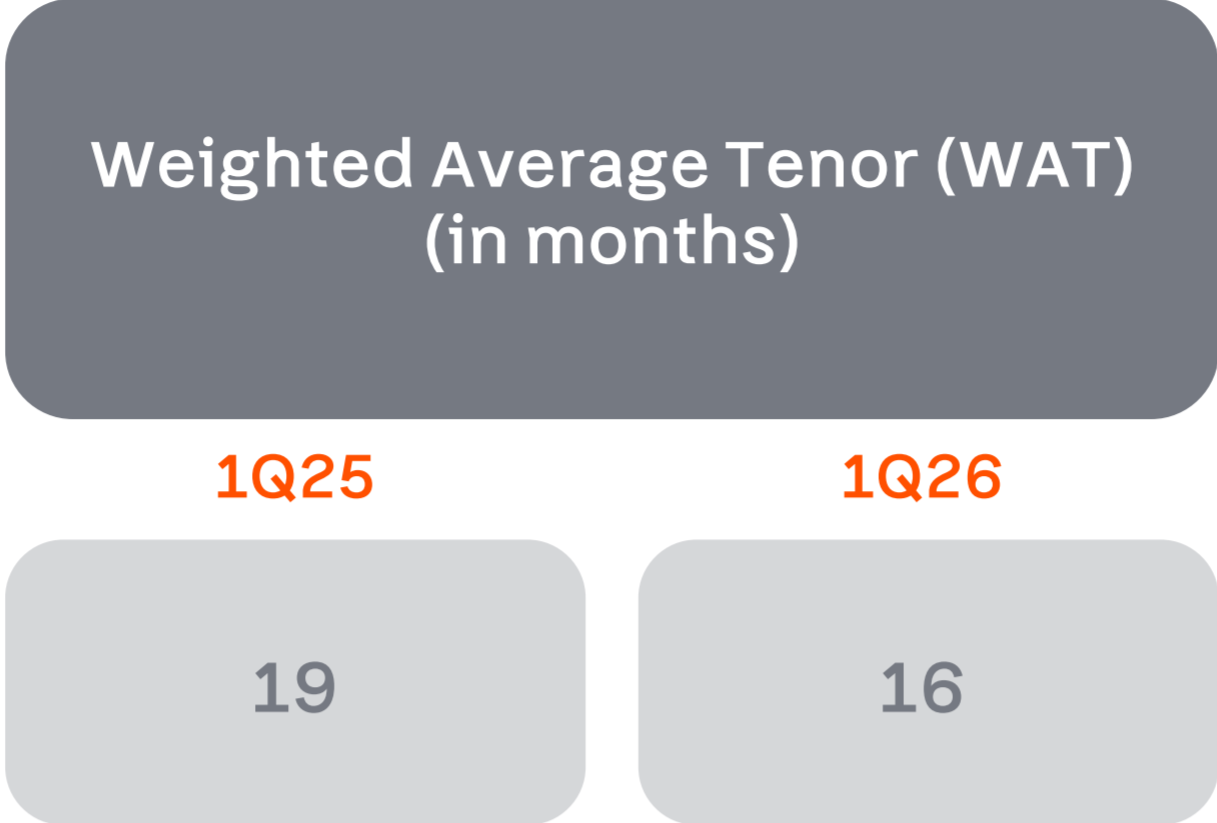
- Valu maintained robust operational momentum in **1Q26**, with activity levels showing significant **y-o-y** growth across all key indicators. The platform reached **924k** activated users, a **17%** increase compared to the same period last year, reflecting the success of customer acquisition strategies and the growing appeal of the product offering. Average daily GMV rose to **EGP 77.4mn**, while average daily transactions reached **28k**, highlighting deeper customer reliance on Valu for a wide range of lifestyle-enabling payments.

- Loan issuances for the quarter climbed **47% y-o-y** to **EGP 6.23bn**, accounting for **89.4%** of total GMV. This expansion in the issuance-to-GMV ratio, which rose **980 bps y-o-y**, was underpinned by the strong performance of the prepaid card, which does not allow for down payments, alongside a reduction in discount offerings compared to the same period last year. Furthermore, transaction frequency per customer rose to **8.1x** for the quarter from **6.5x** in **1Q26**, highlighting the platform's increasing role as a daily financial companion and the increasing demand for the platform's financing products.

- The product mix continues to evolve as non-lending and high-velocity payment solutions gain traction. Interest-bearing transactions remain a significant contributor to overall economics, while promotional programs and merchant partnerships continue to drive transaction velocity across the **9500+** merchant network. This balanced approach ensures sustainable scaling while maintaining healthy portfolio profitability.



Business Performance



The average loan tenor decreased to **16** months in **1Q26**, compared to **19** months in **1Q25**. This shift reflects a higher contribution from short-term financing products and high-velocity daily spending through the Prepaid Card. By shortening the average duration of the portfolio, the company enhances liquidity rotation and reduces long-term interest rate exposure. This trend aligns with the transition toward a lifestyle-enabling platform where smaller, more frequent transactions complement traditional high-ticket financing. We remain highly focused on increasing our big ticket offering.

Impact	1Q25	1Q26	y-o-y
Active Unbanked Customers	253K	366.5K	45%
Unbanked Transactions for the Period	274.5K	432K	57%
Unbanked GMV (EGP) for the Period	678.8M	1.04B	53%

Financial inclusion remains a core strategic pillar, with the unbanked segment serving as a significant engine for platform growth. **The cumulative unbanked customer count reached 366k in 1Q26**, a testament to Valu's ability to provide formal financial access to underserved populations through technology. These customers are deeply engaged with the platform, contributing **EGP 1.04bn** in GMV and performing over **432k** transactions during the quarter alone.



Product Ecosystem

- Valu's core "U" product remained the backbone of the company's product offering, with GMV increasing **25% y-o-y** from **EGP 3.12bn in 1Q25 to EGP 3.90bn in 1Q26**, reflecting its continued strength and central role within the platform.
- **The Prepaid Card** has rapidly emerged as a key driver of engagement and transaction volume, fulfilling similar use cases once served by Sha2labaz but with a richer, more integrated user experience. Spend for the card increased **77% y-o-y** from **EGP 941mn in 1Q25 to EGP 1.66bn in 1Q26**, highlighting its growing adoption across daily spending. The card functions both as a traditional prepaid instrument, allowing customers to load funds from multiple sources, and by allowing customers to transfer and load funds directly from their approved Valu credit limit onto the card balance, which can then be used seamlessly across online and offline merchants, further enhancing flexibility and everyday usability.
- **Shift**, the auto loan product, has demonstrated strong growth and increasing market penetration despite a challenging automotive environment. With improving macroeconomic conditions, Shift is well-positioned to capture renewed demand, as **1Q26 GMV increased 31% y-o-y** from **EGP 919mn to EGP 1.2bn**, reinforcing its position as a key growth driver.
- **Ulter & Loans**, the company's premium and luxury financing products for high-value loans, gained significant traction during the period, with GMV rising **23% y-o-y** from **EGP 296mn in 1Q25 to EGP 365mn in 1Q26**, reflecting growing demand for higher-ticket and more flexible financing solutions. The underwriting model has been reengineered and digitized to enable faster instant approvals and support the scalable growth of larger-ticket financing.
- **Shop'IT**, the embedded e-commerce and affiliate marketplace, represents a key strategic milestone aimed at diversifying revenue streams and enhancing customer engagement, supporting the evolution of the Valu app into a comprehensive one-stop platform for both lending and non-lending solutions having made total transactions of **20.5K** and total GMV BTD of **EGP 226 million**.

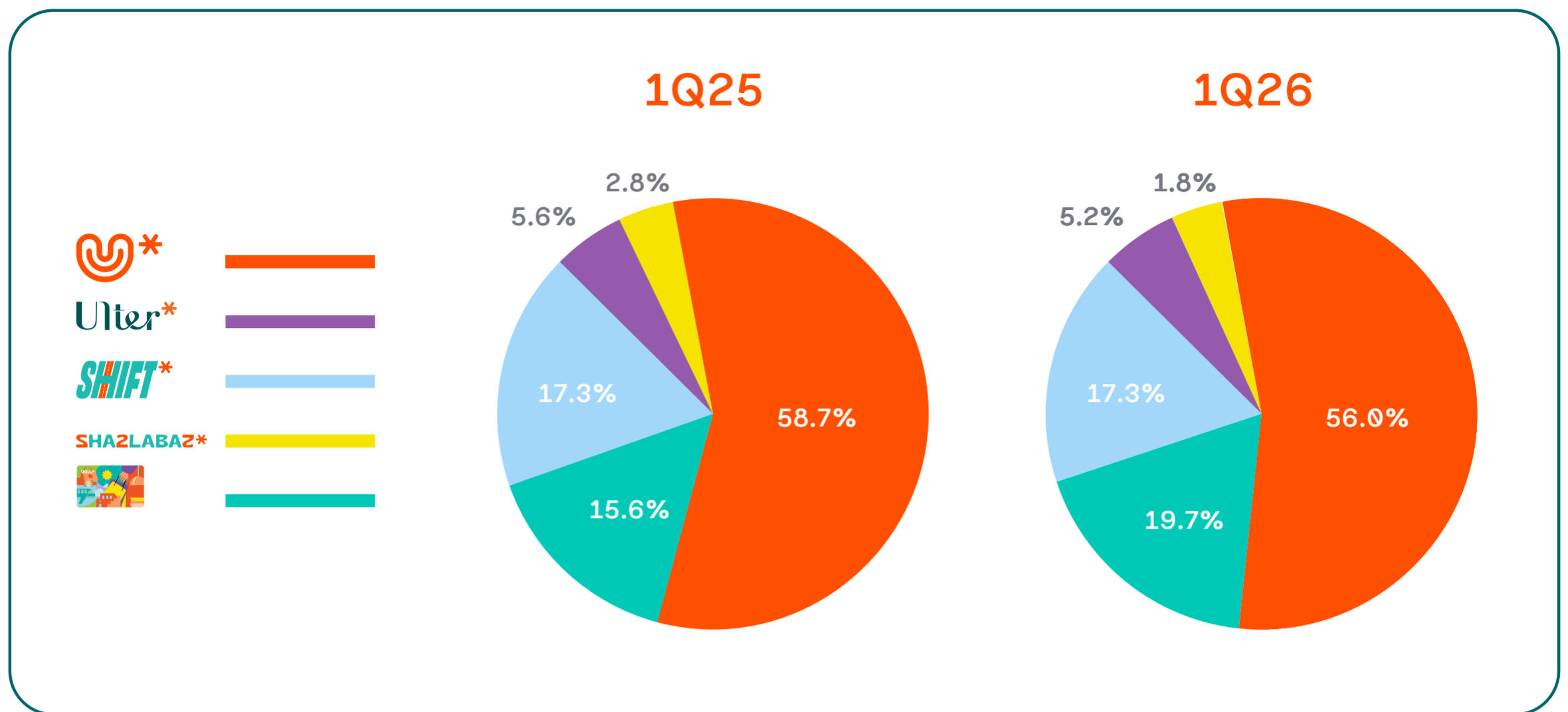


Product Ecosystem

- **Underwriting as a Service (Co-Branded Credit Card)** - Valu continues to provide Underwriting-as-a-Service through its co-branded credit card in partnership with Bank NXT, leveraging its proprietary credit engine to originate and manage cardholders. This modular framework is designed for rapid scalability, serving as a blueprint for upcoming integrations with additional financial institutions.
- To date, the portfolio includes **31.6k activated cards, EGP 1.36bn in activated limits, an average limit of EGP 43.2k, 2.21mn transactions, and EGP 3.54bn in financing**, reflecting strong scale and consistent customer engagement since inception.
- Focusing on quarterly performance, financing via the co-branded credit card grew **8% y-o-y**, rising from **EGP 796mn in 1Q25 to EGP 862mn in 1Q26**. During the same period, activated limits saw a **21% y-o-y** increase to reach **EGP 169.5mn**, while the average card limit rose to **EGP 50.2k**, up from **EGP 42.7k in 1Q25**. The average ticket size also saw a notable **17% y-o-y** increase to **EGP 1,798**, highlighting the card's role in facilitating higher-value daily transactions.
- At **26.5%** market share as of Jan'26, Valu remains one of the leading platforms supporting consumer finance and lifestyle spending in Egypt. The company's influence is anchored by market-leading positions in diverse verticals ranging from high-value sectors like auto loans and home finishing to high-frequency categories such as shopping and e-commerce. A primary driver of this expanded reach is the rapidly growing Prepaid Card, which has become an essential tool for daily transactions and a key engine for customer stickiness.
- Valu's growing merchant network of partners reinforces the company's scale advantages, supporting customer reach, transaction volumes, and ecosystem expansion. Furthermore, the platform's resilience is bolstered by a high-quality user base and superior asset performance, ensuring that growth remains both profitable and sustainable. By leveraging these structural advantages, Valu is uniquely positioned to capture emerging opportunities in both the consumer and B2B segments, utilizing its technological and data edge to unlock long-term value.



Product Ecosystem GMV Contribution



Valu's agile product strategy remains focused on maximizing total yield and long-term returns rather than prioritizing individual product growth. This disciplined approach balances sustainable scaling and profitability, reinforcing the company's strategic advantage and resilience in a rapidly evolving consumer finance landscape.

- **The Prepaid Card** continues to be the fastest-growing product, with its GMV share expanding significantly from **15.6% in 1Q25** to **19.7% in 1Q26**, an increase of **410 bps y-o-y**. This rapid growth highlights the card's increasing adoption as users rely on it more for everyday and off-network transactions. Its flexibility and seamless integration have extended Valu's merchant reach well beyond the traditional physical network.
- **Ulter & Loans** maintained a solid presence in the mix, with a GMV share of **5.2% in 1Q26** compared to **5.6% in 1Q25**, contracting slightly by **40 bps y-o-y**. Despite the marginal shift in share, the product continues to be driven by consumer demand for large ticket purchases and underpinned by Valu's disciplined risk framework, enabling users to access premium and luxury financing options.
- **Shift** maintained its position as a major pillar of the ecosystem, with its GMV share remaining stable at **17.3% in 1Q26**, unchanged from **1Q25**. This consistent performance underscores its role as a key contributor to the overall product mix, even as the company continues to diversify its lifestyle offering across other high-growth segments.
- Meanwhile, the **U product**, Valu's core offering, saw its share decrease from **58.7% to 56.0%**, a decline of **270 bps y-o-y**. This shift reflects a more balanced and diversified product mix as newer solutions gain traction and contribute to a larger portion of the total GMV.
- **Sha2labaz**, the cash-lending product, contracted from **2.8% to 1.8%**, losing **100 bps y-o-y** as customers increasingly migrated to the more flexible and integrated **Prepaid Card**.



Valu Prepaid Card

The Valu Prepaid Card has evolved into a vital engine of customer engagement, effectively bridge-lining the gap between traditional installment lending and high-frequency daily spending. In **1Q26**, the card's spend amount surged to **EGP 1.66bn**, representing a remarkable **77% y-o-y** growth. This trajectory is powered by its unique dual-purpose design: it functions as a standard prepaid instrument while allowing users to instantly transfer their approved credit limits onto the card for use at any point of sale.

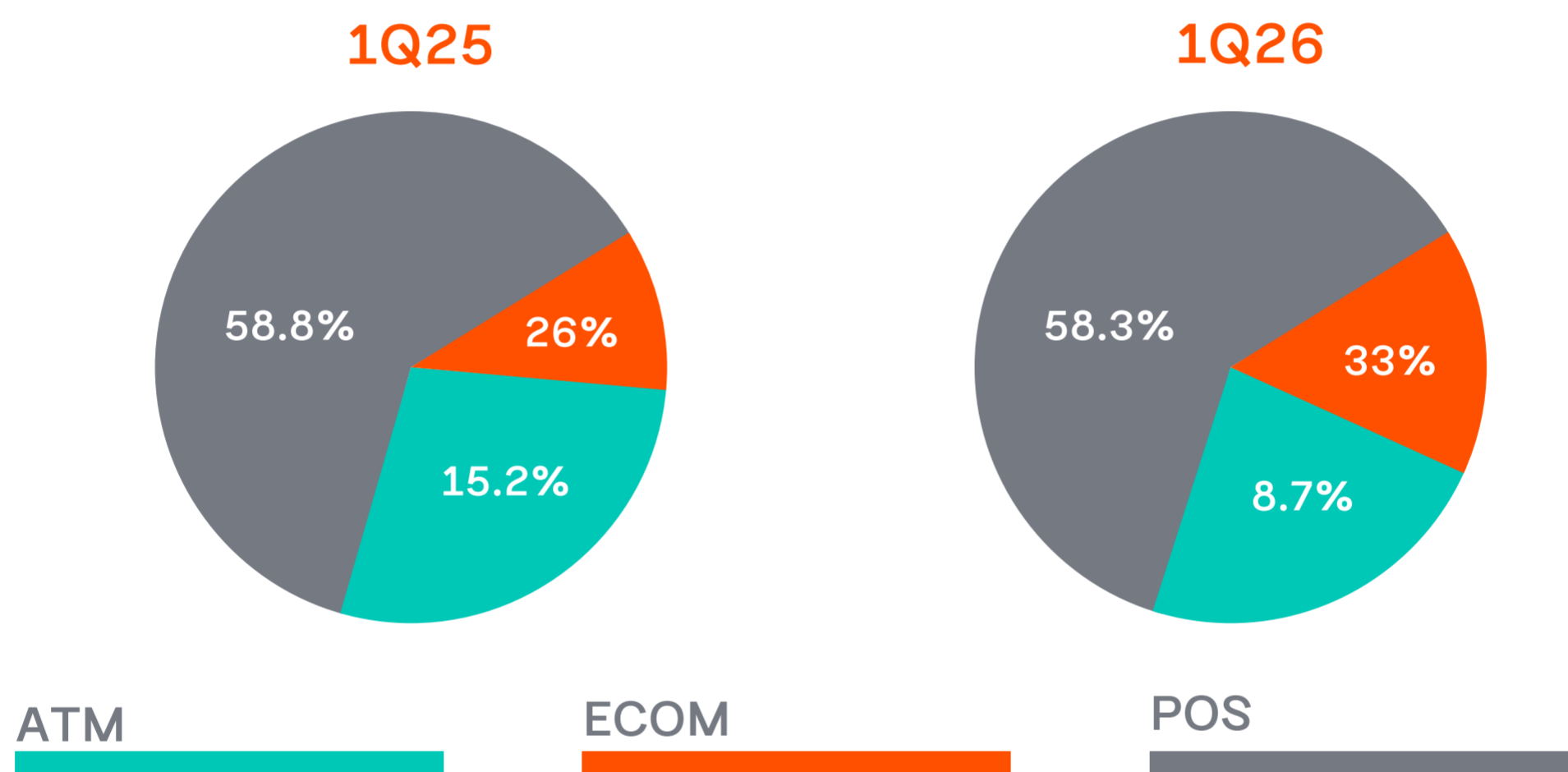
	1Q25	4Q25	1Q26	q-o-q	y-o-y
Number of Activated Cards (k) Cumulative	155	265	285	8%	84%
Average Daily Spend Amount (In EGP mn)	10.46	18.11	18.46	2%	77%
Total Top-Up Count (mn)	0.334	0.594	0.615	4%	84%
Top-up Amount From Limit (in EGP mn)	750	1,399	1,348	-4%	80%
Top-up Amount Outside Limit (in EGP mn)	206	234	284	21%	38%
Spend Transactions (mn)	0.681	1.19	1.2	1%	76%
Spend Amount (in EGP mn)	941	1,630	1,661	2%	77%
Average Spend Transactions/Customer	10.4	11.4	11.76	3%	13%



Valu Prepaid Card

This seamless integration has significantly deepened Valu's footprint in the consumer's wallet, with the number of activated cards reaching **285k**, an **84%** increase from **1Q25**. The card facilitated **1.2 million** transactions in 1Q26 quarter up **76% y-o-y**. By capturing these "everyday" transactions, the Prepaid Card acts as a powerful defensive moat, driving user stickiness and creating a rich data loop that informs credit underwriting across the entire ecosystem.

Spending Behavior:



The card's transaction mix demonstrates increasing integration into daily consumer spending, evidenced by e-commerce and POS activity accounting for **33%** and **58.3%** of total volume, respectively. This shift, characterized by a low **8.7%** ATM withdrawal rate and high spend-to-top-up frequency, confirms the card's utility for high-frequency, small-ticket purchases. Critically, the **33%** e-commerce share underscores successful adoption for online transactions, effectively extending the brand's reach into the broader open-loop digital economy beyond our primary merchant network.



Financial Highlights

(EGP mn)	1Q25	4Q25	1Q26	q-o-q	y-o-y
Interest From Consumer	441	478	524	10%	19%
Securitization Grain	84	380	123	-68%	46%
Discounting Grain	76	159	184	16%	142%
Offloading Grain	126	100	267	167%	112%
Merchant Discount	254	313	287	-8%	13%
Other Income	104	155	138	-11%	33%
Gross Revenue	1,085	1,586	1,522	-4%	40%
Finance Costs	(583)	(602)	(619)	3%	6%
Net Revenue	502	983	903	-8%	80%
OPEX	(332)	(565)	(467)	-17%	41%
ECL	(5)	(99)	(137)	38%	2,640%
Net Income	124	223	221	-1%	78%



Financial Highlights

- Valu delivered exceptional profitability in **1Q26**, characterized by high-margin revenue growth and significant bottom-line expansion. **Total Gross Revenue** climbed to **EGP 1.52bn**, a **40% y-o-y** increase driven by the successful monetization of a growing loan book and diversified fee-based income. This growth outpaced the increase in finance costs, allowing **Net Revenue** to surge **80% y-o-y** to **EGP 903mn**.
- The company's focus on high-yield products and efficient capital recycling resulted in a substantial expansion of the **Net Interest Margin (NIM)**, which rose to **18.9%** compared to **7.4%** in the same period last year. NIM expansion was also supported by the reduction of interest rates compared to **1Q25**. This margin enhancement, combined with disciplined operational scaling, propelled **Net Income** to **EGP 221mn**, representing a **78% y-o-y** jump. Valu maintained a strong **Net Profit Margin** of **14.7%** from **11.6%** **1Q25**, underscoring its ability to convert top-line momentum into shareholder value.
- **Merchant discounts** grew by **13% y-o-y** to reach **EGP 287mn** from **EGP 254mn** in **1Q25**, reflecting steady commercial performance and deep-rooted collaboration with partner networks. This consistent contribution underscores the strength of Valu's merchant relationships and its continued role as a vital growth enabler for the Egyptian retail landscape.
- **Financing costs** rose **6% y-o-y** to **EGP 619mn**, reflecting higher debt utilization to support business expansion. However significantly lower than topline growth for the period.
- Valu's operating **cost-to-income ratio (excluding ECL)** for **1Q26** maintained a **31%**, reflecting streamlined operations during continued expansion and a sharp focus on operational efficiency. Total operating expenses (including ECL) reached **EGP 605mn**; while ECL increased as the portfolio scaled.
- The increase in revenues coupled with operating efficiencies resulted in a **78% y-o-y surge in net income** to **EGP 221mn**, up from **EGP 124mn** in **1Q25**. This exceptional bottom-line performance delivered an annualized **Return on Average Equity (ROAE)** of **36.9%**, up from **29.2%** last year, while maintaining a balanced capital structure with a **debt-to-equity ratio of 5x**.
- The gross outstanding portfolio (including the securitized portfolio) reached **EGP 15.46bn** in **1Q26**, representing a **50% increase** compared to **1Q25**, driven by the sustained momentum in loan issuances and the expanding reach of the lifestyle financing ecosystem.



Risk Performance

	1Q25	1Q26
NPL*	0.87%	1.24%
Coverage Ratio**	74.16%	76.54%
CoR***	0.88%	1.24%

As of March 31st of each year

90+ days outstanding loans divided by ending net receivables (including previously securitized amounts) excluding net credit loss amounts

**Ending provisions balance divided by non-performing loans and net credit loss amounts

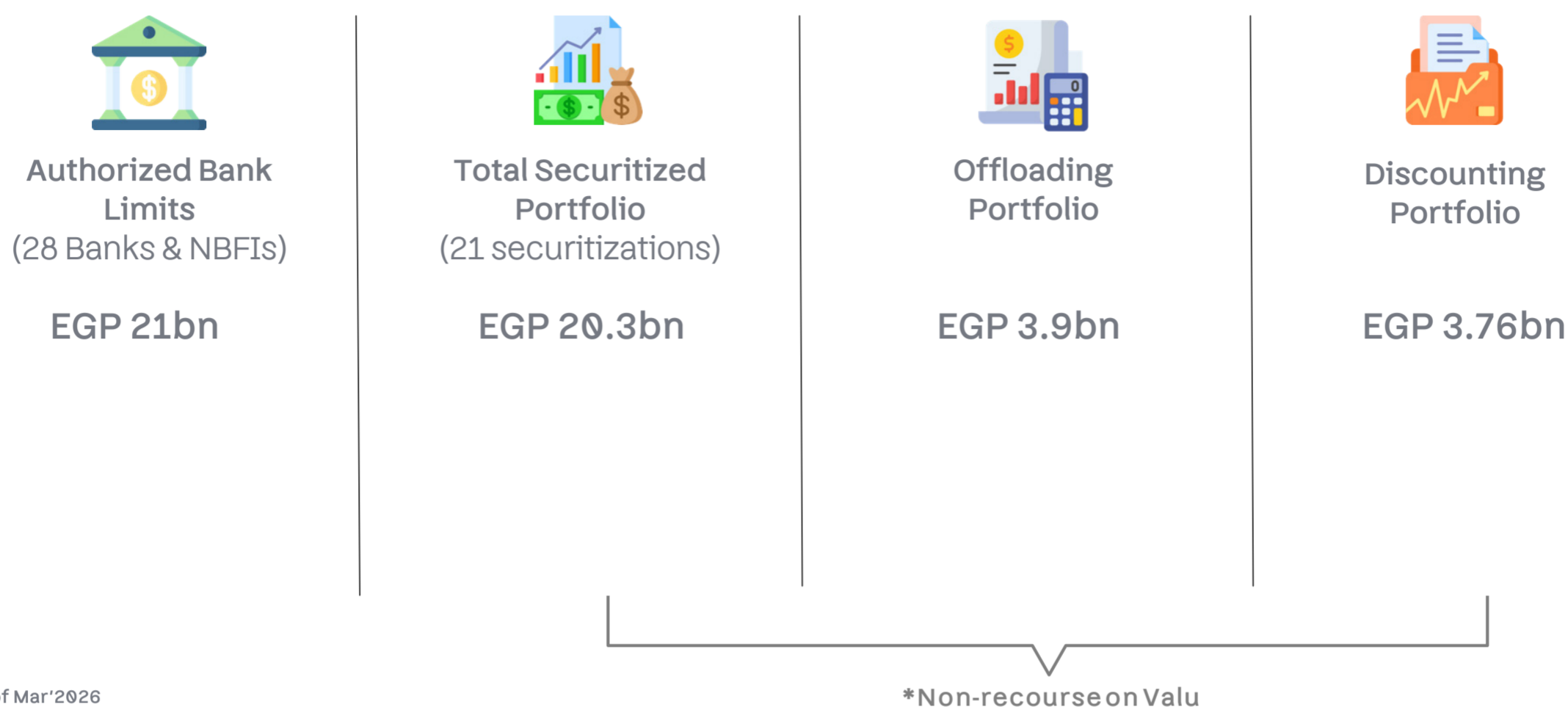
***ECL provisions expensed, and write-off amounts divided by total annual issuances

- **Asset quality remained a top priority**, with Valu maintaining a disciplined risk posture even as the portfolio scaled to new heights. **The Non-Performing Loan (NPL)** ratio stood at **1.24% for 1Q26**, reflecting the resilience of the underlying credit book in a dynamic macroeconomic environment. To ensure long-term stability, the company fortified its safety net, increasing the **coverage ratio to 76.5%** from **74.2% in 1Q25**, providing a robust buffer against potential credit losses.
- The Cost of Risk (CoR) for the period was **1.24%**, up from **0.88% in 1Q25**, a planned movement as the product mix shifts toward high-velocity lending and higher-yield segments. Despite this, Valu's superior credit scoring engine, trained on years of proprietary behavioral data, continues to outperform traditional market benchmarks, ensuring that portfolio growth is anchored by high-quality underwriting.
- Valu's proprietary risk framework allows for high precision in serving the unbanked, maintaining an **approval rate of 40.6%** for this segment. By leveraging alternative data and linear behavioral patterns, the platform successfully transitions these users into the formal economy, further reinforcing Valu's defensive moat through unique data ownership and deep-rooted customer loyalty.
- Valu's customer base reached a significant milestone in **1Q26**, with the total number of activated users growing to **924k**. This expansion has been managed with a heightened focus on portfolio quality and risk mitigation in response to the prevailing macroeconomic landscape. Consequently, the total approval rate was calibrated to **42.1% in 1Q26**, compared to **54.3% in 1Q25**.
- This deliberate tightening of credit criteria ensures that growth is driven by high-quality borrowers, protecting the company's asset health while maintaining a robust trajectory. By prioritizing stringent underwriting standards, Valu continues to reinforce its defensive moats and ensure long-term stability across its expanding lifestyle ecosystem.



Funding

Diversified Funding Strength



- Valu demonstrated significant progress in fortifying its capital structure during **1Q26**, emphasizing liquidity depth and sustainable scaling. As of the end of the quarter, the company has secured **authorized limits from 28 banks and NBFIs totaling EGP 21.2bn**. As the company's credit access expands it strengthens its bargaining position and the ability to command more favorable terms as the platform's profitability profile continues to mature.

- The quarter was marked by high-velocity capital recycling through diversified funding channels. This quarter, Valu successfully finalized its **21st securitization wave**, valued at **EGP 443mn**, bringing the cumulative securitized volume to **EGP 20.3bn**. Beyond securitization, the company generated **EGP 1.7bn** in cash through multiple discounting and offloading batches. Collectively, these strategic non-recourse transactions injected **EGP 2.1bn** into the business, signaling profound market confidence in the high quality of Valu's underlying assets.

- This multifaceted funding strategy, backed by consistent cash generation and superior asset performance, provides a substantial buffer against macroeconomic shifts. With a disciplined **debt-to-equity ratio of 5x** and a resilient balance sheet, Valu remains ideally positioned to execute its expansionary goals while maintaining rigorous financial stability.



Other Key Milestones

The following section includes information on events and developments that occurred and disclosed of both during and after the reporting period ended. While included for context and completeness, developments that occurred after the reporting period do not form part of the company's financial performance for the period under review.

Jordan Expansion

Valu marked a significant milestone in its regional expansion strategy during **1Q26** with the official soft opening of its operations in Jordan. This move represents the company's first step into international markets, demonstrating the successful portability of its lifestyle-enabling model and its ability to replicate its ecosystem across the MENA region. The Jordan entry is expected to unlock fresh growth opportunities and further diversify Valu's geographic footprint as it scales its regional presence.

SME License Submission

Successfully secured formal approval from the Financial Regulatory Authority (FRA) to establish a dedicated subsidiary for SME financing. This strategic development allows Valu to leverage its proprietary credit engine to support the commercial sector, specifically catering to the underserved needs of small and medium enterprises. By entering the B2B segment, Valu is significantly broadening its total addressable market and reinforcing its position as a comprehensive financial partner that drives economic development and inclusion across Egypt.

